

UPD-2 NC

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S E C R E T 181217Z OCT 88 STAFF

CITE FBIS/NICOSIA 00885

TO: FBIS.

SUBJECT: ANNUAL PAYMENT

REF: FBIS 28154

cc: c/mod

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1. ACCOMPANIED DCM JOHN NIX TO THE FOREIGN MINISTRY ON 17 OCTOBER TO MAKE THE [] ANNUAL PAYMENT TO DIRECTOR GENERAL ANDREAS MAVROMMATIS, WHO ACCEPTED IT AND PROMISED TO PROVIDE A RECEIPT THIS TIME MORE QUICKLY THAN IN THE PAST.

2. MAVROMMATIS IMMEDIATELY BUT WITH GOOD HUMOR REVIVED THE EARLIER GOC REQUESTS TO INCREASE THE ANNUAL PAYMENT. IN RESPONSE, THE DCM POINTED OUT THAT THE EMBASSY HAD MONTHS AGO ASKED THE MINISTRY TO SET A MEETING DATE IF IT WAS INTERESTED IN DISCUSSING A NEW PAYMENT LEVEL. MAVROMMATIS ACKNOWLEDGED THIS AND REPLIED THAT THE MINISTRY WOULD DEFINITELY SET A "LATE NOVEMBER" DATE FOR SUCH A MEETING. AS PART OF THE BANTER, HE SUGGESTED USING THE INFLATION FACTOR OR THE VALUE OF THE BUREAU'S IMMOVABLE PROPERTY TO COME UP WITH A NEW FIGURE DOUBLE, HE SUGGESTED AT ONE POINT BUT HIS COMMENTS SOUNDED MORE OFFHANDED THAN SERIOUS; AND HE AVOIDED RAISING THE GOC'S EARLIER CLAIM OF INCREASED SERVICES TO FBIS. THE DCM DID EMPHASIZE THAT, IN ANY CASE, HE WOULD REQUIRE AUTHORIZATION BEFORE HE COULD EVEN BEGIN NEGOTIATING. I REMAINED OUTSIDE THE DISCUSSION OTHER THAN TO INVITE MAVROMMATIS TO THE BUREAU. ALTHOUGH HE ACCEPTED, EXPERIENCE WITH GOC OFFICIALS SUGGESTS WE NOT KEEP THE LIGHT ON FOR HIM.

3. FOLLOWING THE MEETING, THE DCM INDICATED TO ME THAT HE THOUGHT THE GOC MAY HAVE SECOND THOUGHTS AGAIN ABOUT PURSUING AN INCREASE IF TO DO SO WOULD FOCUS INCREASED POLITICAL OR PUBLIC ATTENTION ON FBIS. DURING THE DISCUSSION, IN FACT, WHEN THE DCM MENTIONED NEXT SUNDAY'S PLANNED AKEL

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WOMEN'S DEMONSTRATION, MAVROMMATIS REPLIED THAT FBIS IS NOT NOW MUCH OF A POLITICAL PROBLEM. HE STARTED TO SUGGEST WE CONSIDER INVITING A FEW REPRESENTATIVES OF THE MORE RESPONSIBLE PRESS TO VISIT THE BUREAU TO GENERATE FAVORABLE PUBLICITY, BUT THEN QUICKLY WITHDREW THE SUGGESTION, MAYBE IN RESPONSE TO OUR BODY LANGUAGE, AND ACKNOWLEDGED THAT IT'S BETTER TO LET SLEEPING DOGS LIE.

4. THE DCM WILL BE CABLING THE DEPARTMENT ON THIS DISCUSSION AND WILL ENSURE THAT FBIS HQ IS ON DISTRIBUTION. I SUGGEST WE HOLD OFF DISCUSSING ACCEPTABLE PAYMENT LEVELS AND NEW POSITIONS WITH THE DCM UNTIL WE SEE IF AND WHEN THE GOC SETS A DATE FOR NEGOTIATIONS.

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